

Preparing Your Property for Sale

Decorate to Sell

Most buyers find neutral-colored walls appealing. Let the sunshine in – open curtains and draperies, letting prospects see how cheerful your home can be. The front door, walls and woodwork should be clean and free of smudges.

First Impressions are Lasting

Keep your yard free of debris, the lawn neatly trimmed and groomed, fences in good condition and gates operating properly. Plant colorful annuals and replace dying shrubs.

From Top to Bottom

Display the full value of your attic, basement and other utility space by removing all unnecessary articles. Brighten dark, dull rooms by painting walls.

Make the Interior Look Bigger

Remove the clutter from rooms including closets, garage and basement. Neat, well-organized interiors look bigger.

Bathrooms Help Sell Homes

Make this room sparkle. Invest in new shower curtains, towels and a mat in coordinating colors. Check and repair caulking in bathtubs and showers. Keep light bulbs replaced and of sufficient intensity.

Arrange Bedrooms Neatly

Use attractive bedspreads and make the beds daily. Remove excess furniture, books and magazines, etc.

Repairs can make a Difference

Fix that leaky faucet, broken knobs, sticking doors and windows, warped cabinet drawers and doors. Repair screen doors and windows to ensure proper operation.

Kitchens – Buyers are very Critical

Keep work space clear and uncluttered – this always makes the area look larger. Stove, refrigerator, and sink should all be spotless.

Safety First

Keep stairways and hallways clear. Avoid cluttered appearances.

Turn on all the Lights

A well-lit house looks more attractive than one that is dark. Even in the middle of the day, colors are accented better, and the entire house looks more inviting.

Silence is Golden

Be courteous but don't force conversation with potential buyers. They want to inspect your house – not pay a social call. If possible, leave the property during the showing.

Pets Underfoot

Keep them out of the way – preferably off the property. Be sensitive to pet odor; check litter boxes and bedding frequently.

Music is Mellow

Turn off a blaring radio or television. Let the sales representative and buyer discuss, free of disturbances.

Keep your Property Ready for Showing

Most of your showings will be during the evening hours and on weekends. While this may be an inconvenience to you, it is the BEST time for most buyers to see your property. Also, we ask that you show your property to prospective buyers only by appointment through Harbor Bay Realty. Your cooperation will result in a quicker sale.

When an Agent Calls, be Prepared to Show your Property with a Minimum of Notice, and Make them feel that you are pleased to have them Bring Potential Buyers

Usually when an agent calls to show your property, they have already made a routing of the properties to show and will usually call just before leaving the office. They will call at the last minute, in order to be sure the properties selected to show are still on the market. If you are cooperative and cordial, they will show your property with pleasure.

Use your Realtor

Let me discuss price, terms, occupancy and other pertinent factors with a potential buyer or their agent. I know your requirements and can better emphasize them – don't tag along during the showing. You will be called upon when needed.